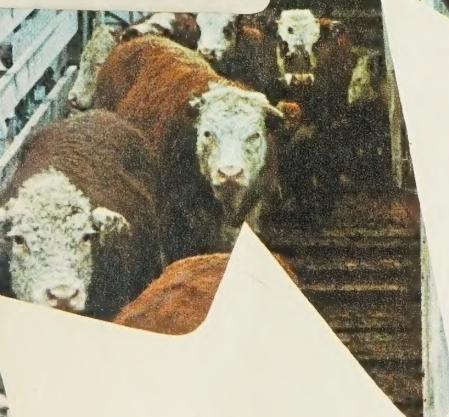


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General publications

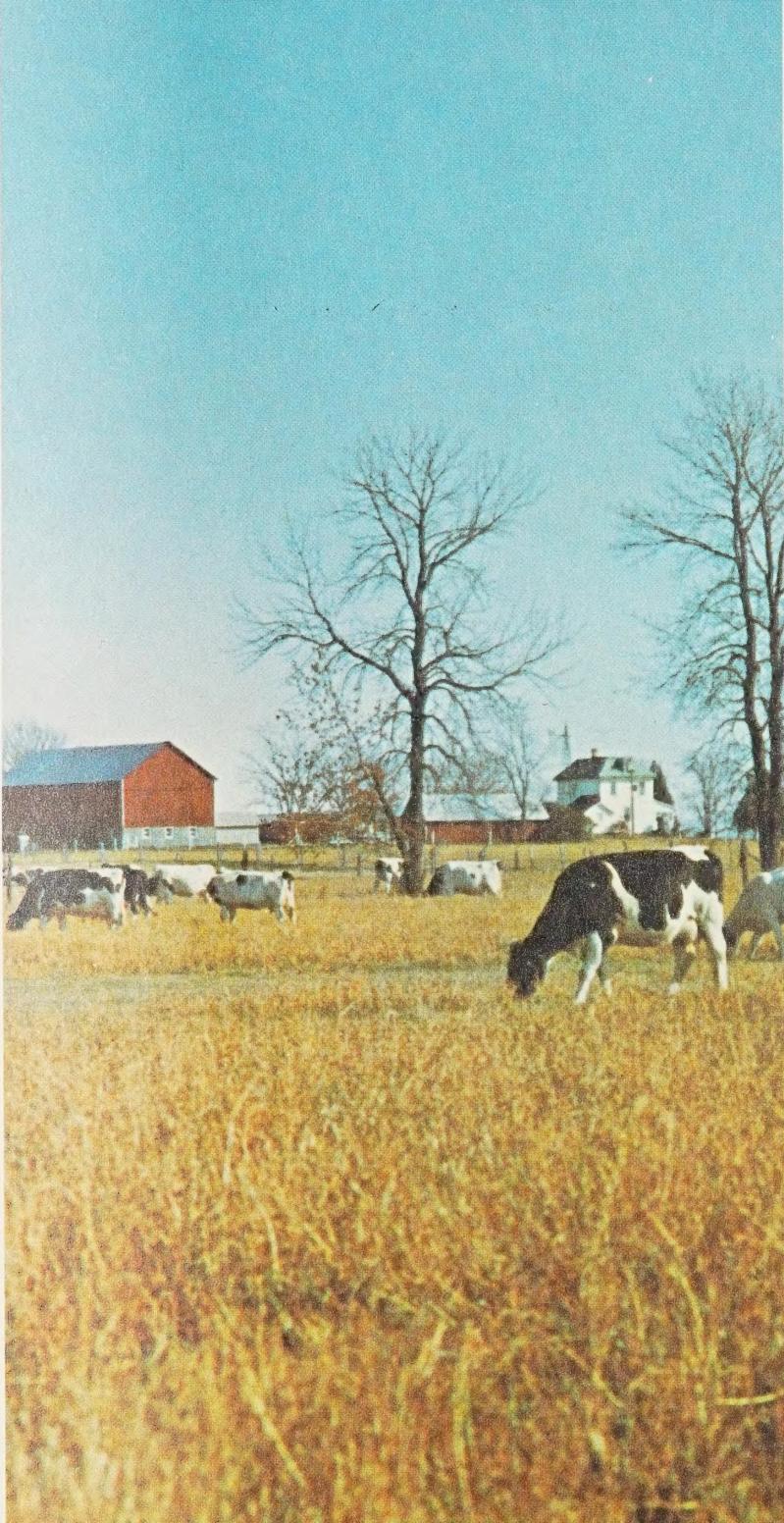
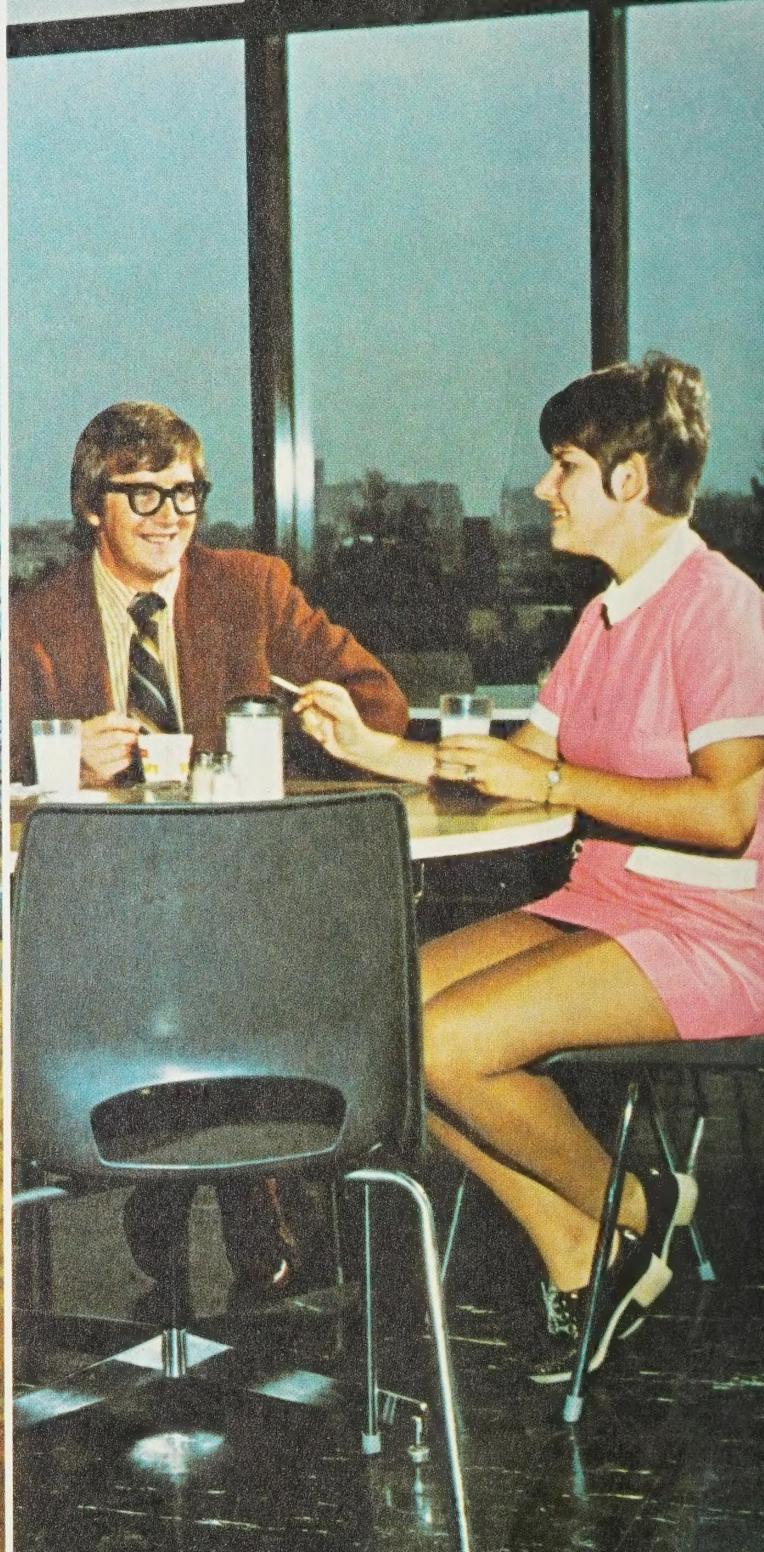
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services and careers in economics



Economic branch

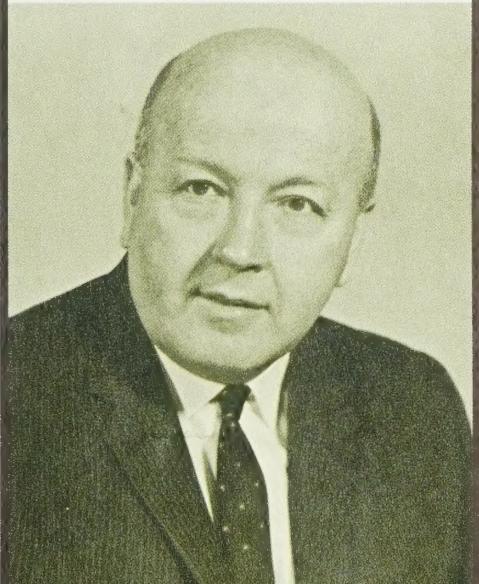




This publication was prepared by the
Economics Branch and the
Information Division
CANADA DEPARTMENT OF AGRICULTURE
in cooperation with the
PUBLIC SERVICE COMMISSION OF CANADA

ECONOMICS PLAYS
A KEY ROLE
IN GUIDING A VIGOROUS
AGRICULTURAL
AND FOOD INDUSTRY.

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DEPARTMENT OF AGRICULTURE
DEPUTY MINISTER



MINISTÈRE DE L'AGRICULTURE
SOUS-MINISTRE

OTTAWA, Ontario,
K1A 0C5.

Dear Reader:

This brochure is intended to introduce you to the services and career opportunities offered by the Economics Branch, Canada Department of Agriculture.

Our economists serve many senior people in federal and provincial departments, groups and individuals across Canada and abroad... economists, administrators, professional extension workers, farmers, educators, farm organizations, agribusiness, and trade representatives.

Yours very truly,

A handwritten signature in black ink that reads "S.B. Williams".

S.B. Williams,
Deputy Minister.

objectives

Department of Agriculture economists aim at upgrading rural incomes and living conditions; improving production, marketing and distribution of agricultural products; and helping rural people use technology for better farming. To these ends, economists carry out analysis and research, advising a wide-ranging clientele in Canada and abroad.

SERVING THE DEPARTMENT OF AGRICULTURE

A member from another Branch of the Department asks for advice about changing the interest rate on Farm Credit Corporation loans. A senior economist replies, outlining alternatives and their consequences.

The price of a farm commodity fluctuates seriously. A member of another Branch wants to know how this will affect the Canadian economy. Using sources such as the Production and Marketing Branch and the Statistics Canada an economist analyze the situation and suggests what may be done about pricing policies.

Wheat marketing is a problem in Western Canada. A Grains Group is formed. Economists work with the Group, studying the problems. A new policy is developed in cooperation with farm and government organizations.

Problems arise in the hog industry. Economists research the industry, providing CDA with information which becomes a basis for new policies.



SERVING FARMERS AND FARM ORGANIZATIONS

A farm organization asks the Minister of Agriculture for research on marketing a certain commodity. Economists carry out the study with the help of producers, processors and others. The study completed, recommendations are given to the farm organization.

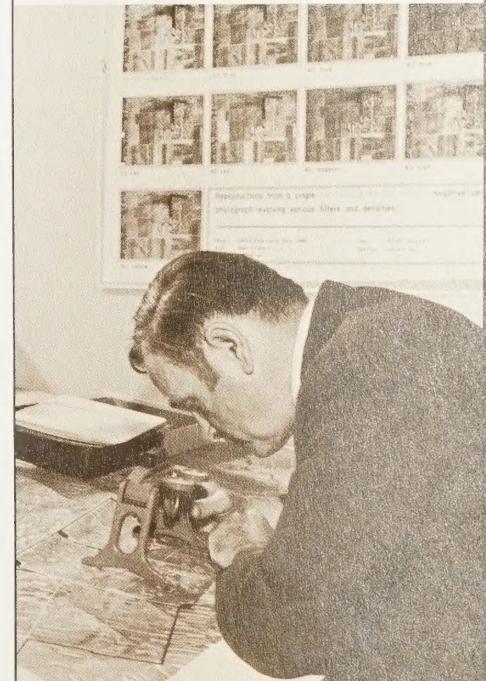
A new development in world trade affects Canada's trading position. A CDA economist confers with the Department of Industry, Trade and Commerce; then represents Canada at a meeting in Geneva. He returns and reports the outcome of the meeting. As a result, new information is released to farmers and other clients.

Farmers across Canada ask for more farm business management information. A new management tool called CANFARM answers individual farmers with the help of a computer. Economists figure prominently in this Guelph-based provincial-federal project.



OTHER SERVICES

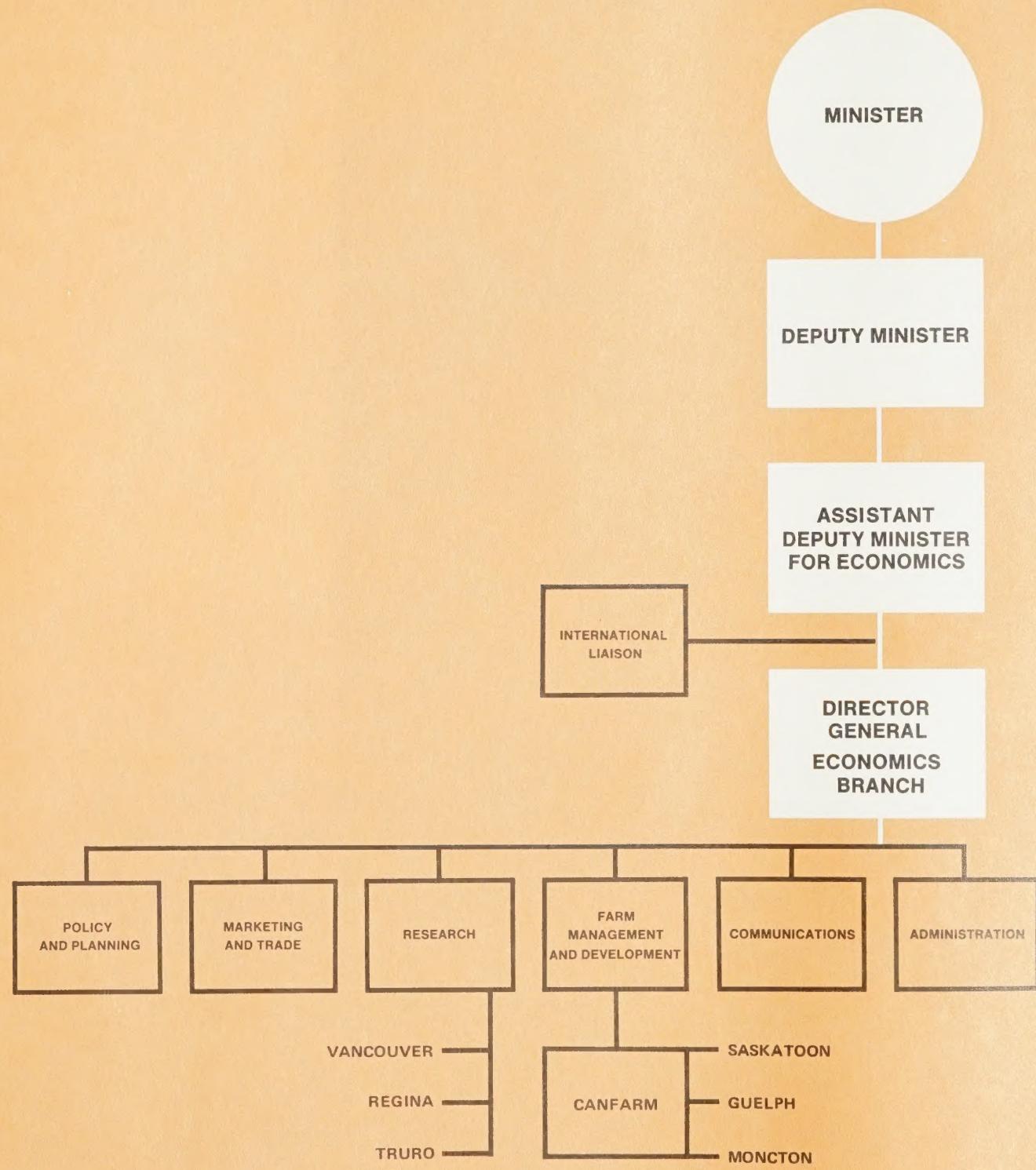
Farmers ask for more accurate market forecasts. This outlook information is provided by CDA economists in cooperation with Statistics Canada and other provincial and federal departments. Representatives from universities, agribusiness, farm groups, federal and provincial governments and the news media attend Outlook Conferences. The economists publish an annual *Outlook* with the latest information on each commodity. *Mini Outlooks* are issued throughout the year. New methods to find out the conditions of growing crops (infrared aerial photography, satellites in the sky and airborne sensing instruments) are being used by the economists and the Research Branch in preparing forecasts.



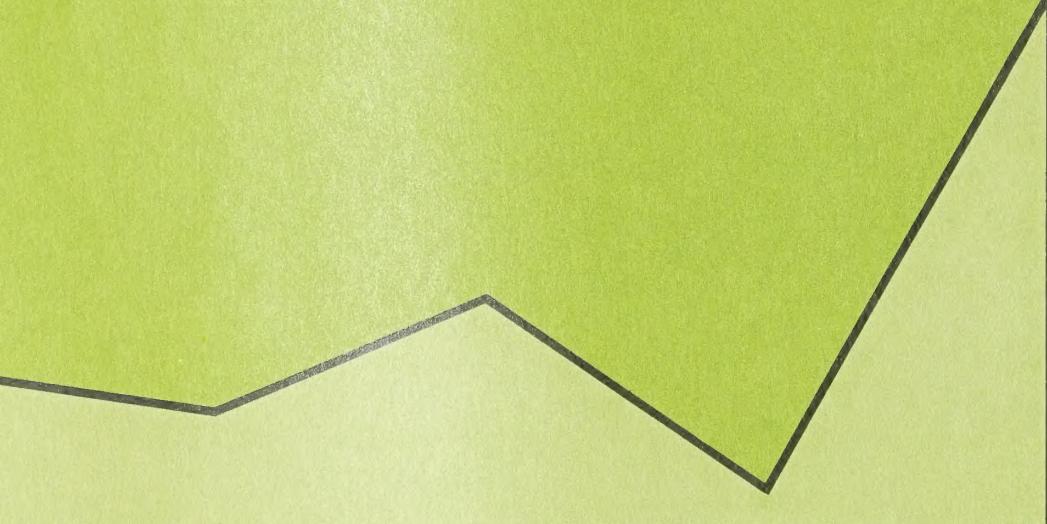
careers

There are opportunities for men and women as economists, sociologists, statisticians, professionals in electronic data processing and others with degrees in the social sciences, such as communicators. Applicants for employment must have a good academic record and a knowledge of Canada's agricultural industry. Postgraduate training is a valuable asset. Advanced training programs are available to staff members to improve particular skills and abilities needed by the Branch. There is plenty of opportunity for advancement within the Department. Also, many find the work a good training ground for later positions with the United Nations, World Bank, Statistics Canada, Economic Council of Canada, universities and trade commissions of other departments, as well as in private consulting firms.



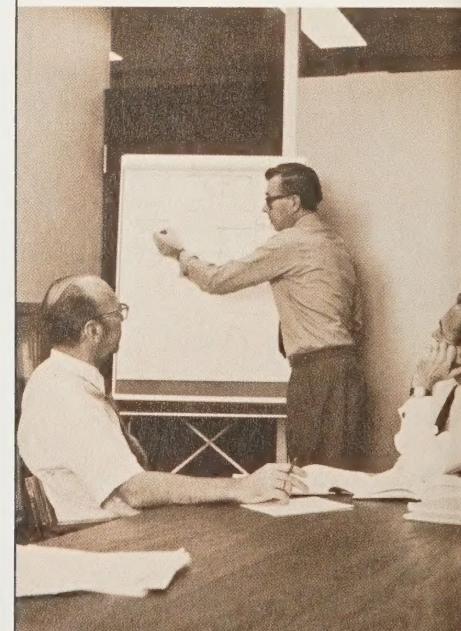


programs



POLICY AND PLANNING

The Policy and Planning Secretariat is a small group of senior, experienced economists who study the forces affecting the agricultural and food industries. Their job is to advise executives concerned with long-term trends and policies in CDA and other departments. To ensure a balanced perspective, these economists follow consumer and producer developments. They keep in close contact with relevant federal departments and groups such as the Economic Council of Canada.



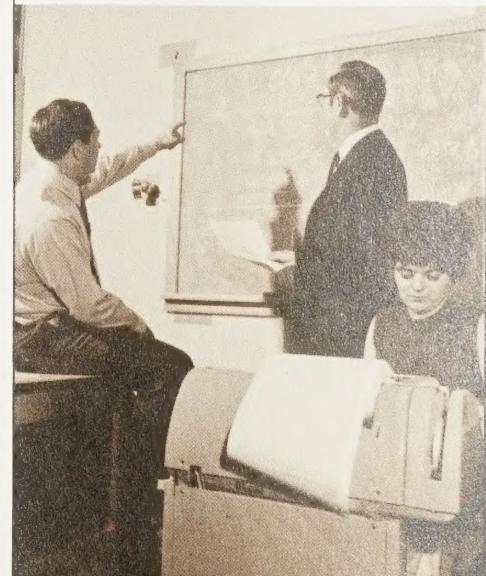
MARKETING AND TRADE

This program area provides advice on marketing, distribution and outlook of agricultural products. Economists analyze the markets for agricultural products; examine future and potential markets; study foreign trade and participate in international trade negotiations such as those under the GATT (General Agreement on Tariffs and Trade); analyze market structures and costs; and produce periodic short-term market forecasts.



RESEARCH

Researchers consider the needs of the other economists in planning their programs. The research programs involve a problem-oriented team approach. Research subjects are: farm management, resource use, farm income, market structure, agricultural productivity, changes in production and marketing, supply and demand, imports and exports. Interdisciplinary projects are carried on with physical and biological scientists of the Department. For effective, coordinated research, liaison is maintained with other research agencies such as universities and economic sections of provincial departments of agriculture.



FARM MANAGEMENT AND DEVELOPMENT

This program area aims at instituting, through federal or federal-provincial cooperation, services and programs to develop a self-sustaining, viable agriculture in Canada. It includes farm business management, for example CANFARM, technology application, farm business expansion, use of land and resources, farm credit, improvement in income and income stability, facilitating voluntary movement of farmers to other industries, voluntary retirement programs, information services, and benefit/cost analysis of Department of Agriculture programs.



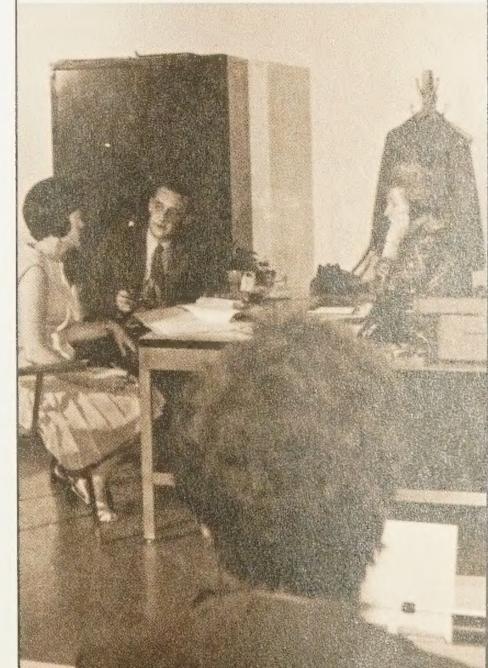
ECONOMIC COMMUNICATIONS

The communications group helps ensure that economists' work reaches their clients. The group improves external and internal communications through professional development programs, as well as advice on communication strategies and methods. It cooperates with the Information Division to help prepare economic publications and other materials for various clients. The bimonthly *Canadian Farm Economics* is under its management. Requests are answered from farmers, extension workers, media people, farm organizations, governments and the general public. Information and materials are provided for the use of special groups such as economists and extension workers.



ADMINISTRATION

The administrative group coordinates resources and financial planning for CDA economists; supports economists with administrative, secretarial and clerical pools, as well as professional advice; conducts a manpower planning and training program to assure the Department of qualified individuals and to allow staff members a better chance to plan their careers; and maintains a recruitment program in conjunction with the Public Service Commission.



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**FOR FURTHER INFORMATION about
the Economics Branch write to:**

Mr. J.M. Sabey, Director of Administration,
Economics Branch, Canada Department of
Agriculture, Sir John Carling Building,
Central Experimental Farm, Ottawa, Ontario.
K1A 0C5.

G.C. Retson, Atlantic Regional Office,
Economics Branch, Canada Department of
Agriculture, P.O. Box 698, Truro, Nova
Scotia.

T.O. Riecken, Prairie Regional Office.
Economics Branch, Canada Department of
Agriculture, 1853 Hamilton Street, Regina,
Saskatchewan.

E.D. Woodward, British Columbia Regional
Office, Economics Branch, Canada Depart-
ment of Agriculture, 6660 N.W. Marine Drive,
Research Station, Vancouver 8, British
Columbia.

Applications for employment should be
directed to the Social Economic Program
of the Public Service Commission, Ottawa,
Canada. K1A 0M7.

The Public Service Commission conducts
an annual university recruitment program
for economists. For further information
about this program, contact your university
placement officer or the Director, Social
Economic Program, Public Service Com-
mission, Ottawa, Canada. K1A 0M7.